



Friday, December 9, 2016 | Agenda Summary

8:30 a.m.	Registration & Exhibits Open – Atrium & Room 1 <ul style="list-style-type: none">Continental breakfast & coffee available in Room 1	
9:00 a.m.	Opening Plenary Address – Room 2 <ul style="list-style-type: none">Preparing for Trade Policy Changes in the FutureCEO Panel Discussion: Exporting in a Transitioning Global Trade Environment	
9:55 a.m.	Session I Workshops – Rooms 2 & 4 <ul style="list-style-type: none">Global Economic & Trade Outlook – Room 2From Free Trade to Drawback: Good Practices to Maximize Savings – Room 4	10:25 a.m. Q&A Discussion – Room 5 <ul style="list-style-type: none">Export Compliance Automation & Screening
11:05 a.m.	Session II Workshops – Rooms 2 & 4 <ul style="list-style-type: none">Iran, Cuba & Russia: U.S. Sanctions Policy, Best Practices for Compliance & Outlook for the Future – Room 2Foreign Corrupt Practices Act: Practical Steps for Compliance – Room 4	11:05 a.m. Q&A Discussion – Room 5 <ul style="list-style-type: none">Government Resources for Exporters
		11:35 p.m. Q&A Discussion – Room 5 <ul style="list-style-type: none">STEP Grant Application Clinic
12:05 p.m.	Exhibit & Lunch Break – Atrium & Room 1 <ul style="list-style-type: none">Lunch available in Room 1	12:05 p.m. Compliance Alliance Lunch – Room 5 <ul style="list-style-type: none">Compliance Alliance Members Only
12:45 p.m.	Session III Workshops – Rooms 2 & 4 <ul style="list-style-type: none">Export Enforcement Trends & Best Practices for Managing Violations – Room 2Immigration and Your Business: Planning for the Future – Room 4	12:45 p.m. Q&A Discussion – Room 5 <ul style="list-style-type: none">Global Trade Banking & Finance
		1:15 p.m. Q&A Discussion – Room 5 <ul style="list-style-type: none">Avoiding Shipping Delays & Violations: Tips for Partnering With Your Forwarder
1:55 p.m.	Plenary Session – Room 2 <ul style="list-style-type: none">Best Practices for Compliance in a Dynamic Export Regulatory Climate	
2:40 p.m.	Special Keynote Guests – Room 2 <ul style="list-style-type: none">Michael Vaccaro, Director, Office of Strategic Industries and Economic Security – U.S. Department of Commerce Bureau of Industry and SecurityBrian Nilsson, Deputy Assistant Secretary of State for Defense Trade Controls	
3:45 p.m.	Program Wrap-Up – Room 2 <ul style="list-style-type: none">Raffle Drawing	
4:00 p.m.	Networking Reception – W Hotel Lounge	



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Friday, December 9, 2016

10 Park Plaza, 2nd Floor Conference Center, Boston, MA

 **Follow the day on Twitter #ExportExpo**

Detailed Agenda

8:30 a.m.

Registration & Exhibits Open

- Continental breakfast & coffee available in Room 1

9:00 a.m. –

9:45 a.m.

Opening Plenary Address – Preparing for Trade Policy Changes in the Future Room 2

- *Introduction: Paula Murphy, Director – Massachusetts Export Center*

The Honorable Susan Esserman
Former Deputy U.S. Trade Representative
Chair, International Trade Practice – Steptoe and Johnson LLP

Ambassador Esserman will discuss the outlook for U.S. trade policy, followed by a panel discussion featuring four Massachusetts CEOs who will discuss exporting in a transitioning global trade environment.

- Ted Acworth, Founder & CEO – Artaic, LLC
- Moneer Azzam, President & CEO – SolarOne Solutions, Inc.
- Nate Ball, Co-Founder & CEO – Atlas Devices, LLC
- Peter Waszkiewicz, President & CEO – Randolph Engineering, Inc.



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9:55 a.m. –

12:05 p.m. **Workshops and Q&A Discussions**

9:55 a.m. –

10:55 a.m. **Session I (Two Concurrent Workshops, One Q&A Discussion)**

Global Economic & Trade Outlook

Room 2

- *Moderator: Nam Pham, Assistant Secretary of Business Development and International Trade – Massachusetts Executive Office of Housing and Economic Development*
- Thomas Hess, Director of Global Markets – Citizens Bank
- Sara Johnson, Senior Research Director, Global Economics – IHS Markit Economics

From Free Trade to Drawback: Good Practices to Maximize Savings

Room 4

- *Moderator: Maryanne Burke, Senior International Trade Specialist, U.S. Export Assistance Center – U.S. Department of Commerce*
- Michelle Forte, Vice President – Charter Brokerage, LLC
- Brian London, Vice President – Charter Brokerage, LLC

10:25 a.m. Q&A Discussion

Export Compliance Automation and Screening – Room 5

- *Moderator: Kathleen Newell, Trade Compliance Manager – Massachusetts Export Center*
- Brenda Barnard, Senior Director of Export Compliance – OCEANAIR, Inc.
- Jason O'Brien, Director of Sales – Amber Road



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11:05 a.m. –

12:05 p.m.

Session II (Two Concurrent Workshops, Two Consecutive Q&A Discussions)

**Iran, Cuba & Russia: U.S. Sanctions Policy, Best Practices for Compliance & Outlook for the Future
Room 2**

- *Moderator: Misty Rutter, Manager, Europe-Middle East-Africa Global Trade Controls – Hewlett Packard Enterprise*
- Sylwia Lis, Partner – Baker & McKenzie LLP
- Eliot St. John, Sanctions Compliance Officer – U.S. Department of Treasury Office of Foreign Assets Control
- Lise Test, Senior Associate – Baker & McKenzie LLP

**Foreign Corrupt Practices Act: Practical Steps for Compliance
Room 4**

- *Moderator: Ed Marsh, Principal – Consilium Global Business Advisors, LLC*
- Brian Amero, Director of Global Compliance and Ethics – Teradyne, Inc.
- Brittany Prelogar, Partner – Steptoe & Johnson LLP
- Carl Valenstein, Partner – Morgan, Lewis & Bockius LLP

11:05 a.m. Q&A Discussion

Government Resources for Exporters – Room 5

- *Moderator: Julia Dvorko, Central MA Regional Director – Massachusetts Export Center*
- Nadine Boone, District International Trade Officer – U.S. Small Business Administration
- Maryanne Burke, Senior International Trade Specialist, U.S. Export Assistance Center – U.S. Department of Commerce
- Jonathan Kelly, Vice President – MassDevelopment
- Bonita Oehlke, Marketing Specialist – MA Department of Agricultural Resources
- David Mansfield, CEO – The Provident Bank
- Adriana Petrillo, Business Development Director – MA Office of International Trade & Investment
- Gregory Smith, Regional Director – Export-Import Bank of the United States

11:35 a.m. Q&A Discussion

STEP Grant Application Clinic – Room 5

- *Moderator: Julia Dvorko, Central MA Regional Director – Massachusetts Export Center*
- Nadine Boone, District International Trade Officer – U.S. Small Business Administration
- Michelle Ouellette, Senior International Trade Specialist, U.S. Export Assistance Center – U.S. Department of Commerce
- Adriana Petrillo, Business Development Director – MA Office of International Trade & Investment



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12:05 p.m. –

12:45 p.m.

Exhibit & Lunch Break

Lunch for attendees available in Room 1

Brown Bag Lunch for Compliance Alliance Members Only

Room 5

with Brian Nilsson, DDTC; Eliot St. John, OFAC; and Michael Vaccaro, BIS

- *Moderator: Brian Amero, Director of Global Compliance and Ethics – Teradyne, Inc.*
- Private lunch for Compliance Alliance members and sponsors only. Ticket required for admission. Closed to press.



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12:45 p.m. –

1:45 p.m. **Workshops and Q&A Discussion**

12:45 p.m. –

1:45 p.m. **Session III (Two Concurrent Workshops, Two Consecutive Q&A Discussion)**

Export Enforcement Trends & Best Practices for Managing Violations

Room 2

- *Moderator: Dennis Farrell, Director of Global Trade Compliance – Analog Devices, Inc.*
- Ryan Chaffee, Special Agent, Counter-Proliferation Investigations Unit – U.S. Department of Homeland Security
- Zlatko “Zack” Hadzismajlovic, Special Counsel – McCarter & English, LLP
- William Higgins, Assistant Special Agent in Charge – U.S. Department of Commerce, Office of Export Enforcement
- Daniel Kelly, Partner – McCarter & English, LLP
- B. Stephanie Siegmann, Assistant U.S. Attorney & Export Control Coordinator, National Security Unit – U.S. Attorney’s Office

Immigration and Your Business: Planning for the Future

Room 4

- *Moderator: Mary Truong, Executive Director – Massachusetts Office for Refugees & Immigrants*
- Alan Pampanin, Owner – Pampanin Law Offices
- Christopher Brouady, Vice President of Contracts – Aptima, Inc.
- Sylvain Bruni, Senior Human Systems Engineer – Aptima, Inc.

<p>12:45 p.m. Q&A Discussion</p> <p>Global Trade Banking & Finance – Room 5</p> <ul style="list-style-type: none"> • <i>Moderator: Nancy Lowd, Senior International Trade Advisor – Massachusetts Export Center</i> • Nadine Boone, District International Trade Officer – U.S. Small Business Administration • Jonathan Kelly, Vice President - MassDevelopment • Gregory Smith, Regional Director – Export Import Bank of the United States • Charles Withee, President – The Provident Bank 	<p>1:15 p.m. Q&A Discussion</p> <p>Avoiding Shipping Delays & Violations: Tips for Partnering With Your Forwarder – Room 5</p> <ul style="list-style-type: none"> • <i>Moderator: Nancy Lowd, Senior International Trade Advisor – Massachusetts Export Center</i> • Brenda Barnard, Senior Director of Export Compliance, OCEANAIR, Inc. • Joseph Wyson, Executive Vice President, OCEANAIR, Inc.
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**1:55 p.m. Plenary Session
Room 2**

- *Introduction: Paula Murphy, Director – Massachusetts Export Center*

The Honorable William Reinsch
Former Under Secretary of Commerce for Export Administration
Senior Advisor, Kelley, Drye and Warren LLP
Distinguished Fellow, Stimson Center

Mr. Reinsch will discuss the U.S. export regulatory landscape and outlook, followed by a panel discussion featuring three Massachusetts firms who will share best practices for compliance in a dynamic export regulatory climate.

- Larry Disenhof, Group Director, Export Compliance & Government Relations – Cadence Design Systems, Inc.
- Rita Ledonne, Director, Export/Import Operations – Raytheon Company
- Ian Moss, Director of Trade Compliance & General Counsel – Hydroid, Inc.

**2:40 p.m. Special Keynote Guests
Room 2**

Michael Vaccaro, Director, Office of Strategic Industries and Economic Security
U.S. Department of Commerce Bureau of Industry and Security

Brian Nilsson
Deputy Assistant Secretary of State for Defense Trade Controls

Mr. Vaccaro and Deputy Assistant Secretary Nilsson will discuss recent U.S. export regulatory developments and the near-term forecast for export regulatory policy.



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**3:45 p.m. Program Wrap-Up and Raffle Drawing
Room 2**

4:00 p.m. Networking Reception

Networking Reception at the W Hotel Lounge, Sponsored by Amber Road

Export Expo Nametag Required for Admission



Take the escalator down to the first floor, take a U-turn to the right and exit the building on Stuart Street.
Cross Stuart Street at the crosswalk and enter the W Lounge at the street level.

All presentations will be available at www.mass.gov/export/expo by December 16

***Save the date for next year's Export Expo!
Friday, December 8, 2017***



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